



## China Trade Mission Application

Please answer ALL questions fully and completely. Application deadline is 21 July 2006.

### 1. Company Information

Contact Name:

Company:

Dept. /Title:

Approx. Annual Revenue:

Phone No.:

Employees (Utah Facilities):

Email:

Fax No.:

2. Please provide your company's industry sector and principal line of business (product or service) related to this trade mission.

3. Does your company currently export to China? If so, please give a brief explanation and current selling volume.

4. What expectations would you have for such a visit? (Assume 4-5 days in country)

5. What trade objectives would you like to achieve during your visit? Please check all that apply.

- ☐ Finding Sales Reps ☐ Exposure to New Business Prospects ☐ Finding Distributors ☐ Finding Licensees  
☐ Product Testing ☐ Government Relations ☐ Joint Venture Partners  
☐ Other \_\_\_\_\_

6. What kind of government relationships are important for you to build?

☐ High-level Federal Officials   ☐ Local Officials From Certain Provinces  
Please list and specific ministries or agencies you would like to meet with:

---

7A. If you are looking for business-to-business matchmaking, please describe:

7B. What specific types of companies, associations, etc. you would want to meet with that would best further your business goals in China? (e.g., large petroleum companies)

8. The number of invitees is limited, what individual(s) would likely represent your company? Please provide name, title and contact information below. Two (2) individuals maximum.

Participant Name:  
Phone No.:

Title:  
Email:

Participant Name:  
Phone No.:

Title:  
Email:

Fax or email application to Adam Walden  
(801) 538-8889, awalden@utah.gov